Add in Cell for Pay * 1.115

	A	B	C	D	E	F	G
1	*1990 Budget*	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
2		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
4	SALES AND ROYALTY INCOME						
5	Subscription Sales	399,906	436,679	9%		60%	61%
6	Back Issue Sales	8,566	10,264	20%		1%	1%
7	Mailing List Sales	18,882	22,988	22%		3%	3%
8	Direct Distribution Sales	66,917	71,209	6%		10%	10%
9	Warner Sales	77,660	81,063	4%		12%	11%
10	Book & Postcard Sales	23,435	23,765	1%		4%	3%
11	Royalty Income	45,000	45,000	0%		7%	6%
12	Production Monies	25,000	25,000	0%		4%	3%
13	Change In Sub Liability	0	0	all +		0%	0%
14	**INCOME SUBTOTAL**	**665,366**	**715,968**	**8%**		**100%**	**100%**
15							
16	OTHER INCOME						
17	Chronicle Income	28,600	27,500	-4%		4%	4%
18	Unclassifieds Income	7,039	8,126	15%		1%	1%
19	Misc Royalty Income	3,196	2,266	-29%		0%	0%
20	Production Projects Income	0	401	all +		0%	0%
21	Contributions General	10,045	13,608	35%		2%	2%
22	Contributions WEI	55,956	62,891	12%		8%	9%
23	Cyberthon Income	108,250	108,201	0%		16%	15%
24	Library Project Income	5,000	401	-92%		1%	0%
25	Environmental Projects Income	0	401	all +		0%	0%
26	Interest Income	4,237	5,737	35%		1%	1%
27	Sale of Assets	0	0	all +		0%	0%
28	Miscellaneous Income	418	3,464	729%		0%	0%
29	**TOTAL OTHER INCOME**	**222,741**	**232,996**	**5%**		**33%**	**33%**
30							
31	Grants Income	7,500	7,500	0%			
32	***TOTAL REVENUE***	***895,607***	***956,464***	**7%**			
33							
34	COST OF SALES						
35	Circulation Pay	32,211	34,748	8%		5%	5%
36	Sub Fulfillment	36,237	41,384	14%		5%	6%
37	Sub Premium Offers	1,367	1,587	16%		0%	0%
38	MacSub Fulfillment OPS	727	783	8%		0%	0%
39	MacSUB Fulfillment Pay	36,264	30,737	-15%		5%	4%
40	Circulation Promo	16,755	15,884	-5%		3%	2%
41	Renewal & Billing Expenses	18,991	14,089	-26%		3%	2%
42	Insert Expenses	7,622	7,962	4%		1%	1%
43	Credit Card Discount	3,323	2,731	-18%		0%	0%
44	Direct Distributor Expenses	4,988	5,801	16%		1%	1%
45	Warner Expenses	11,386	11,659	2%		2%	2%
46	Printing Magazine	95,061	95,593	1%		14%	13%
47	Mailing List Fulfillment	2,759	3,186	15%		0%	0%
48	Editorial Pay	60,476	62,099	3%		9%	9%
49	Writers and Contributors	32,537	32,519	0%		5%	5%
50	Misc Editorial Expenses	7,800	7,154	-8%		1%	1%
51	Pre Press	19,257	18,355	-5%		3%	3%
52	Research Pay	17,793	17,155	-4%		3%	2%
53	Research Expense	4,272	2,996	-30%		1%	0%
54	Production Pay	58,013	56,034	-3%		9%	8%
55	Production OPS	3,888	2,088	-46%		1%	0%
56	Outside Production Work	3,226	4,171	29%		0%	1%
57	Production Supplies	5,417	4,025	-26%		1%	1%
58	Whole Earth Ecolog OPS	42,625	43,588	2%		6%	6%
59	Whole Earth Ecolog Expenses	6,750	6,803	1%		1%	1%
60	Purchase & Promo of Books etc.	17,742	15,748	-11%		3%	2%
61	Fulfillment of Books	4,247	4,443	5%		1%	1%
62	Chronicle Expenses	23,116	23,631	2%		3%	3%
63	Change in Inventory	0	0	all -		0%	0%
64	TOTAL COST OF SALES	574,850	566,953	-1%		86%	79%
65							
66	GROSS MARGIN	320,757	389,511	21%			
67							

Combine

Combine

thru 9/15

	A	B	C	D	E	F	G
68	GENERAL AND ADMINISTRATIVE EXPENSES						
69	Office Pay	33,506	✓ 33,624	0%		5%	5%
70	Pub and Admin Pay	27,383	✓ 26,753	-2%		4%	4%
71	Pub and Admin Pre Project Pay	4,313	✓ 4,313	0%		1%	1%
72	Director Pay	20,417	✓ 20,417	0%		3%	3%
73	Insurance Workers Comp	6,719	✓ 4,046	-40%		1%	1%
74	Insurance Other	2,292	✓ 1,999	-13%		0%	0%
75	Paid Vacation Expense 52,600	9,180	✓ 8,772	-4%		1%	1%
76	Kaiser Health Plan	5,316	✓ 5,369	1%		1%	1%
77	Taxes Other	1,844	✓ 2,522	37%		0%	0%
78	Taxes Payroll	29,114	✓ 29,882	3%		4%	4%
79	Office and Computer Supplies	4,360	✓ 5,421	24%		1%	1%
80	Equip Rental Maint and Supplies	7,235	✓ 5,604	-23%		1%	1%
81	Telephone	6,198	✓ 6,556	6%		1%	1%
82	Postage & FAX 62,200	8,570	✓ 9,456	10%		1%	1%
83	Container Rent	2,760	✓ 2,730	-1%		0%	0%
84	Building Rent	36,837	✓ 26,984	-27%		6%	4%
85	Building Maintenance	1,753	✓ 1,880	7%		0%	0%
86	Utilities	3,958	✓ 3,652	-8%		1%	1%
87	WEI Fundraising Salaries	16,000	8,000	-50%		2%	1%
88	WEI Fundraising OPS	10,450	15,400	47%		2%	2%
89	WEI Fundraising Expenses	1,322	2,214	67%		0%	0%
90	Cyberthon Salaries	3,000	3,003	0%		0%	0%
91	Cyberthon OPS	78,163	70,863	-9%		12%	10%
92	Cyberthon Expenses	2,000	6,561	228%		0%	1%
93	Library Project Salaries	400	1,928	382%		0%	0%
94	Library Project OPS	0	125	all -		0%	0%
95	Library Project Expenses	0	207	all -		0%	0%
96	Environmental Projects Salaries	0	54	all -		0%	0%
97	Environmental Projects OPS	0	0	all -		0%	0%
98	Environmental Projects Expenses	2,800	1,431	-49%		0%	0%
99	Legal Professional and Copyright	3,691	✓ 2,643	-28%		1%	0%
100	Interest and Penalties	2,344	✓ 2,212	-6%		0%	0%
101	Bank Service Fees	572	✓ 558	-2%		0%	0%
102	Misc Pub and Admin Expenses 9,200	2,189	✓ 2,560	17%		0%	0%
103	Misc Expenses	1,651	✓ 1,255	-24%		0%	0%
104	WELL Repay Expenses	0	✓ 0	all -		0%	0%
105	TOTAL GEN AND ADMIN EXPENSES	336,337	318,994	-5%		51%	45%
106							
107	Grants Expense	7,500	✓ 7,500	0%			
108	CHANGE IN FUND BALANCE	*-23,080*	*63,017*	-373%			
109							
110							
111							

I see a ~~0~~

?

Total thru Aug 14,00 prior to 10/31 JE
Sept 15 JE 10/31 JE
Oct 17 10/31.
YR

after Ag 11750
Sp 12000
Oc 12250

	A	B	C	D	E	F	G
112	Circ/Fulfillment Dept Summary	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
113		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
114	* INCOME *						
115							
116	Subscription Sales	399,906	436,679	9%		66%	66%
117	Back Issue Sales	8,566	10,264	20%		1%	2%
118	Contributions General	10,045	13,608	35%		2%	2%
119	Change In Sub Liability	0	0	all -		0%	0%
120	*Total Sub/Back Issue/Contrib Incom*	*418,517*	*460,551*	*10%*		*69%*	*70%*
121							
122	Direct Distribution Sales	66,917	71,209	6%		11%	11%
123	Warner Sales	77,660	81,063	4%		13%	12%
124	*Total Newsstand Income:*	*144,577*	*152,272*	*5%*		*24%*	*23%*
125							
126	Mailing List Sales	18,882	22,988	22%		3%	3%
127	*Total Mailing List Income:*	*18,882*	*22,988*	*22%*		*3%*	*3%*
128							
129	Book & Postcard Sales	23,435	23,765	1%		4%	4%
130	*Total Book & Postcard Income:*	*23,435*	*23,765*	*1%*		*4%*	*4%*
131							
132	* TOTAL INCOME *	605,411	659,576	9%		100%	100%
133							
134	* EXPENSES *						
135							
136	Sub Fulfillment	36,237	41,384	14%		13%	14%
137	Sub Premium Offers	1,367	1,587	16%		0%	1%
138	MacSub Fulfillment OPS	727	783	8%		0%	0%
139	MacSUB Fulfillment Pay	36,264	30,737	-15%		13%	11%
140	Credit Card Discount	3,323	2,731	-18%		1%	1%
141	*Total Sub Fulfillment Expenses:*	*77,918*	*77,222*	*-1%*		*27%*	*27%*
142							
143	Printing Magazine	95,061	95,593	1%		33%	33%
144	*Total Printing Expense:*	*95,061*	*95,593*	*1%*		*33%*	*33%*
145							
146	Circulation Pay	32,211	34,748	8%		11%	12%
147	Circulation Promo	16,755	15,884	-5%		6%	6%
148	Renewal & Billing Expenses	18,991	14,089	-26%		7%	5%
149	Insert Expenses	7,622	7,962	4%		3%	3%
150	Direct Distributor Expenses	4,988	5,801	16%		2%	2%
151	Warner Expenses	11,386	11,659	2%		4%	4%
152	*Total Promotional Expenses:*	*91,953*	*90,143*	*-2%*		*32%*	*31%*
153							
154	Mailing List Fulfillment	2,759	3,186	15%		1%	1%
155	*Total Mailing List Rental Expenses:*	*2,759*	*3,186*	*15%*		*1%*	*1%*
156							
157	Purchase & Promo of Books etc.	17,742	15,748	-11%		6%	5%
158	Fulfillment of Books	4,247	4,443	5%		1%	2%
159	Change in Inventory	0	0	all -		0%	0%
160	*Total Book & Postcard Expenses:*	*21,989*	*20,191*	*-8%*		*8%*	*7%*
161							
162	* TOTAL EXPENSES *	*289,680*	*286,335*	*-1%*		100%	100%
163							
164	*Circ/Fulf Dept. Net:*	*315,731*	*373,241*	*18%*			
165							

	A	B	C	D	E	F	G
166	**Edit/Research Dept Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
167		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
168	*Expenses:*						
169	Editorial Pay	60,476	62,099	3%		49%	51%
170	Writers and Contributors	32,537	32,519	0%		26%	27%
171	Misc Editorial Expenses	7,800	7,154	-8%		6%	6%
172	Research Pay	17,793	17,155	-4%		14%	14%
173	Research Expense	4,272	2,996	-30%		3%	2%
174	*Total Expenses (no income):*	*122,878*	*121,923*	*-1%*		*100%*	*100%*
175							
176	*Edit/Research Dept Net:*	*-122,878*	*-121,923*	*-1%*			
177							
178							
179	**Production Dept. Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
180		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
181	*Income:*						
182	Production Projects Income	0	401	all -		#NUM!	100%
183	*Total Income:*	*0*	*401*	*all -*		*#NUM!*	*100%*
184							
185	*Expenses:*						
186	Pre Press	19,257	18,355	-5%		21%	22%
187	Production Pay	58,013	56,034	-3%		65%	66%
188	Production OPS	3,888	2,088	-46%		4%	2%
189	Outside Production Work	3,226	4,171	29%		4%	5%
190	Production Supplies	5,417	4,025	-26%		6%	5%
191	*Total Expenses:*	*89,801*	*84,673*	*-6%*		*100%*	*100%*
192							
193	*Production Dept Net:*	*-89,801*	*-84,272*	*-6%*			
194							
195							
196	**Ecolog Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
197		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
198	*Income:*						
199	Royalty Income	45,000	45,000	0%		64%	64%
200	Production Monies	25,000	25,000	0%		36%	36%
201	*Total Income:*	*70,000*	*70,000*	*0%*		*100%*	*100%*
202							
203	*Expenses:*						
204	Whole Earth Ecolog OPS	42,625	43,588	2%		86%	86%
205	Whole Earth Ecolog Expenses	6,750	6,803	1%		14%	14%
206	*Total Expenses:*	*49,375*	*50,391*	*2%*		*100%*	*100%*
207							
208	*Ecolog Net:*	*20,625*	*19,609*	*-5%*			
209							
210							
211	**Chronicle Summary**						
212	*Income:*						
213	Chronicle Income	28,600	27,500	-4%		100%	100%
214	*Total Income:*	*28,600*	*27,500*	*-4%*		*100%*	*100%*
215							
216	*Expenses:*						
217	Chronicle Expenses	23,116	23,631	2%		100%	100%
218	*Total Expenses:*	*23,116*	*23,631*	*2%*		*100%*	*100%*
219							
220	*Chronicle Net:*	*5,484*	*3,869*	*-29%*			
221							
222							
223	**Unclassifieds Summary:**						
224	*Income:*						
225	Unclassifieds Income	7,039	8,126	15%		100%	100%
226	*Total Income (no expenses):*	*7,039*	*8,126*	*15%*		*100%*	*100%*
227							
228	*Unclassifieds Net:*	*7,039*	*8,126*	*15%*			
229							
230							

	A	B	C	D	E	F	G
166	**Edit/Research Dept Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
167		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
168	*Expenses:*						
169	Editorial Pay	60,476	62,099	3%		49%	51%
170	Writers and Contributors	32,537	32,519	0%		26%	27%
171	Misc Editorial Expenses	7,800	7,154	-8%		6%	6%
172	Research Pay	17,793	17,155	-4%		14%	14%
173	Research Expense	4,272	2,996	-30%		3%	2%
174	*Total Expenses (no income):*	*122,878*	*121,923*	*-1%*		*100%*	*100%*
175							
176	*Edit/Research Dept Net:*	*-122,878*	*-121,923*	*-1%*			
177							
178							
179	**Production Dept. Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
180		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
181	*Income:*						
182	Production Projects Income	0	401	all -		#NUM!	100%
183	*Total Income:*	*0*	*401*	*all -*		*#NUM!*	*100%*
184							
185	*Expenses:*						
186	Pre Press	19,257	18,355	-5%		21%	22%
187	Production Pay	58,013	56,034	-3%		65%	66%
188	Production OPS	3,888	2,088	-46%		4%	2%
189	Outside Production Work	3,226	4,171	29%		4%	5%
190	Production Supplies	5,417	4,025	-26%		6%	5%
191	*Total Expenses:*	*89,801*	*84,673*	*-6%*		*100%*	*100%*
192							
193	*Production Dept Net:*	*-89,801*	*-84,272*	*-6%*			
194							
195							
196	**Ecolog Summary**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
197		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
198	*Income:*						
199	Royalty Income	45,000	45,000	0%		64%	64%
200	Production Monies	25,000	25,000	0%		36%	36%
201	*Total Income:*	*70,000*	*70,000*	*0%*		*100%*	*100%*
202							
203	*Expenses:*						
204	Whole Earth Ecolog OPS	42,625	43,588	2%		86%	86%
205	Whole Earth Ecolog Expenses	6,750	6,803	1%		14%	14%
206	*Total Expenses:*	*49,375*	*50,391*	*2%*		*100%*	*100%*
207							
208	*Ecolog Net:*	*20,625*	*19,609*	*-5%*			
209							
210							
211	**Chronicle Summary**						
212	*Income:*						
213	Chronicle Income	28,600	27,500	-4%		100%	100%
214	*Total Income:*	*28,600*	*27,500*	*-4%*		*100%*	*100%*
215							
216	*Expenses:*						
217	Chronicle Expenses	23,116	23,631	*2%*		100%	100%
218	*Total Expenses:*	*23,116*	*23,631*	*2%*		*100%*	*100%*
219							
220	*Chronicle Net:*	*5,484*	*3,869*	*-29%*			
221							
222							
223	**Unclassifieds Summary:**						
224	*Income:*						
225	Unclassifieds Income	7,039	8,126	15%		100%	100%
226	*Total Income (no expenses):*	*7,039*	*8,126*	*15%*		*100%*	*100%*
227							
228	*Unclassifieds Net:*	*7,039*	*8,126*	*15%*			
229							
230							

	A	B	C	D	E	F	G
231	**WE Institute Summary:**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
232		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
233	* INCOME *						
234							
235	Contributions WEI	55,956	62,891	12%		33%	37%
236	Cyberthon Income	108,250	108,201	0%		64%	63%
237	Library Project Income	5,000	401	-92%		3%	0%
238	Environmental Projects Income	0	401	all -		0%	0%
239							
240	*TOTAL INCOME*	*169,206*	*171,894*	*2%*		*100%*	*100%*
241							
242	* EXPENSES *						
243							
244	WEI Fundraising Salaries	16,000	8,000	-50%		14%	7%
245	WEI Fundraising OPS	10,450	15,400	47%		9%	14%
246	WEI Fundraising Expenses	1,322	2,214	67%		1%	2%
247	*Total WEI FR Expenses*	*27,772*	*25,614*	*-8%*		*24%*	*23%*
248							
249	Cyberthon Salaries	3,000	3,003	0%		3%	3%
250	Cyberthon OPS	78,163	70,863	-9%		68%	65%
251	Cyberthon Expenses	2,000	6,561	228%		2%	6%
252	*Total Cyberthon Expenses*	*83,163*	*80,427*	*-3%*		*73%*	*73%*
253							
254	Library Project Salaries	400	1,928	382%		0%	2%
255	Library Project OPS	0	125	all -		0%	0%
256	Library Project Expenses	0	207	all -		0%	0%
257	*Total Library Project Expenses*	*400*	*2,260*	*465%*		*0%*	*2%*
258							
259	Environmental Projects Salaries	0	54	all -		0%	0%
260	Environmental Projects OPS	0	0	all -		0%	0%
261	Environmental Projects Expenses	2,800	1,431	-49%		2%	1%
262	*Total Environmental Projects Expens*	*2,800*	*1,485*	*-47%*		*2%*	*1%*
263							
264	*TOTAL EXPENSES*	*114,135*	*109,786*	*-4%*		*100%*	*100%*
265							
266	WEI Fundraising Net	28,184	37,277	32%		51%	60%
267	Cyberthon Net	25,087	27,774	11%		46%	45%
268	Library Project Net	4,600	-1,859	-140%		8%	-3%
269	Environmental Projects Net	-2,800	-1,084	-61%		-5%	-2%
270							
271	*WE Institute Net:*	*55,071*	*62,108*	*13%*		*100%*	*100%*
272							
273							
274	**Pass Thru Grants Summary:**						
275	*Income:*						
276	Grants Income	7,500	7,500	0%		na	na
277	*Total Income:*	*7,500*	*7,500*	*0%*		na	na
278							
279	*Expenses:*						
280	Grants Expense	7,500	7,500	0%		na	na
281	*Total Expenses:*	*7,500*	*7,500*	*0%*		na	na
282							
283	*Pass Thru Grants Net:*	*0*	*0*	*all -*			
284							
285							

	A	B	C	D	E	F	G
286	**General/Admin/Misc Summary:**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
287		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
288	* Income *						
289							
290	Misc Royalty Income	3,196	2,266	-29%		41%	20%
291	Interest Income	4,237	5,737	35%		54%	50%
292	Sale of Assets	0	0	all -		0%	0%
293	Miscellaneous Income	418	3,464	729%		5%	30%
294							
295	* Total Income *	7,851	11,467	46%		100%	100%
296							
297	* Expenses *						
298							
299	Pub and Admin Pay	27,383	26,753	-2%		50%	50%
300	Pub and Admin Pre Project Pay	4,313	4,313	0%		8%	8%
301	Director Pay	20,417	20,417	0%		38%	38%
302	Misc Pub and Admin Expenses	2,189	2,560	17%		4%	5%
303	*Total Pub and Admin Expenses*	*54,302*	*54,043*	*0%*		*100%*	*100%*
304							
305	Insurance Workers Comp	6,719	4,046	-40%		13%	8%
306	Paid Vacation Expense	9,180	8,772	-4%		18%	18%
307	Kaiser Health Plan	5,316	5,369	1%		11%	11%
308	Taxes Payroll	29,114	29,882	3%		58%	62%
309	*Total Payroll-Related Expenses*	*50,329*	*48,069*	*-4%*		*100%*	*100%*
310							
311	Office Pay	33,506	33,624	0%		15%	16%
312	Insurance Other	2,292	1,999	-13%		1%	1%
313	Taxes Other	1,844	2,522	37%		1%	1%
314	Office and Computer Supplies	4,360	5,421	24%		2%	3%
315	Equip Rental Maint and Supplies	7,235	5,604	-23%		3%	3%
316	Legal Professional and Copyright	3,691	2,643	-28%		2%	1%
317	Interest and Penalties	2,344	2,212	-6%		1%	1%
318	Bank Service Fees	572	558	-2%		0%	0%
319	Misc Expenses	1,651	1,255	-24%		1%	1%
320	WELL Repay Expenses	0	0	all -		0%	0%
321	*Total General Business Expenses*	*57,495*	*55,838*	*-3%*		*26%*	*27%*
322							
323	Telephone	6,198	6,556	6%		42%	41%
324	Postage & FAX	8,570	9,456	10%		58%	59%
325	*Total Phone/Postage/FAX Expenses*	*14,768*	*16,012*	*8%*		*100%*	*100%*
326							
327	Container Rent	2,760	2,730	-1%		19%	1%
328	Building Rent	36,837	26,984	-27%		17%	13%
329	Building Maintenance	1,753	1,880	7%		1%	1%
330	Utilities	3,958	3,652	-8%		2%	2%
331	*Total Rent & Facilites Expenses*	*45,308*	*35,246*	*-22%*		*20%*	*17%*
332							
333	* Total Expenses *	222,202	209,208	-6%		100%	100%
334							
335	*Net General/Admin/Misc:*	*-214,351*	*-197,741*	*-8%*			
336							
337							

	A	B	C	D	E	F	G
338	Dept-by-Dept Summary:	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
339		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
340							
341	Total Sub/Back Issue/Contrib Income	418,517	460,551	10%		69%	70%
342	Total Newsstand Income:	144,577	152,272	5%		24%	23%
343	Total Mailing List Income:	18,882	22,988	22%		3%	3%
344	Total Book & Postcard Income:	23,435	23,765	1%		4%	4%
345	** TOTAL INCOME **	*605,411*	*659,576*	*9%*		*100%*	*100%*
346							
347	Total Sub Fulfillment Expenses:	77,918	77,222	-1%		27%	27%
348	Total Printing Expense:	95,061	95,593	1%		33%	33%
349	Total Promotional Expenses:	91,953	90,143	-2%		32%	31%
350	Total Mailing List Rental Expenses:	2,759	3,186	15%		1%	1%
351	Total Book & Postcard Expenses:	21,989	20,191	-8%		8%	7%
352	** TOTAL EXPENSES **	*289,680*	*286,335*	*-1%*		*100%*	*100%*
353							
354	*Circ/Fulf Dept. Net:*	*315,731*	*373,241*	*18%*			
355							
356	Total Expenses (no income):	$122,878	$121,923	-1%		13%	14%
357	*Edit/Research Dept Net:*	*($122,878)*	*($121,923)*	*-1%*			
358							
359	Total Income:	$0	$401	all -		0%	0%
360	Total Expenses:	$89,801	$84,673	-6%		10%	9%
361	*Production Dept Net:*	*($89,801)*	*($84,272)*	*-6%*			
362							
363	Total Income:	$70,000	$70,000	0%		8%	7%
364	Total Expenses:	$49,375	$50,391	2%		5%	6%
365	*Ecolog Net:*	*$20,625*	*$19,609*	*-5%*			
366							
367	Total Income:	$28,600	$27,500	-4%		3%	3%
368	Total Expenses:	$23,116	$23,631	2%		3%	3%
369	*Chronicle Net:*	*$5,484*	*$3,869*	*-29%*			
370							
371	Total Income (no expenses):	$7,039	$8,126	15%		1%	1%
372	*Unclassifieds Net:*	*$7,039*	*$8,126*	*15%*			
373							
374	Contributions WEI	55,956	62,891	12%		49%	57%
375	Cyberthon Income	108,250	108,201	0%		95%	99%
376	Library Project Income	5,000	401	-92%		4%	0%
377	Environmental Projects Income	0	401	all -		0%	0%
378	** TOTAL INCOME **	*$169,206*	*$171,894*	*2%*		*19%*	*18%*
379							
380	Total WEI FR Expenses	27,772	25,614	-8%		24%	23%
381	Total Cyberthon Expenses	83,163	80,427	-3%		73%	73%
382	Total Library Project Expenses	400	2,260	465%		0%	2%
383	Total Environmental Projects Expens	2,800	1,485	-47%		2%	1%
384	** TOTAL EXPENSES **	*$114,135*	*$109,786*	*-4%*		*12%*	*12%*
385							
386	WEI Fundraising Net	28,184	37,277	32%			
387	Cyberthon Net	25,087	27,774	11%			
388	Library Project Net	4,600	-1,859	-140%			
389	Environmental Projects Net	-2,800	-1,084	-61%			
390	*WE Institute Net:*	*$55,071*	*$62,108*	*13%*			
391							
392	Total Income:	$7,500	$7,500	0%		1%	1%
393	Total Expenses:	$7,500	$7,500	0%		1%	1%
394	*Pass Thru Grants Net:*	*$0*	*$0*	*all -*			
395							
396	** Total Income **	*$7,851*	*$11,467*	*46%*		*1%*	*1%*
397							
398	Total Pub and Admin Expenses	54,302	54,043	0%		48%	49%
399	Total Payroll-Related Expenses	50,329	48,069	-4%		44%	44%
400	Total General Business Expenses	57,495	55,838	-3%		50%	51%
401	Total Phone/Postage/FAX Expenses	14,768	16,012	8%		13%	15%
402	Total Rent & Facilites Expenses	45,308	35,246	-22%		40%	32%
403	** Total Expenses **	*$222,202*	*$209,208*	*-6%*		*24%*	*23%*
404							
405	*Net General/Admin/Misc:*	*($214,351)*	*($197,741)*	*-8%*			
406							

	A	B	C	D	E	F	G
407	**Dept-by-Dept Summary (Totals):**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
408		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
409							
410	**Grand Total Income:**	*895,607*	*956,464*	*7%*		**100%**	**100%**
411	**Grand Total Expenses:**	*918,687*	*893,447*	*-3%*		**100%**	**100%**
412	**Grand Total Net:**	*-23,080*	*63,017*	*-373%*			
413	(check sum - should be 0)	0	0			0%	0%
414							
415	**GT Income w/o WEI:**	*726,401*	*784,570*	*8%*			
416	**GT Expenses w/o WEI:**	*804,552*	*783,661*	*-3%*			
417	**GT Net w/o WEI:**	*-78,151*	*909*	*-101%*			
418							
419	**Payroll Summary:**	TOTALS	Actual & Proj	Pct		PCT OF TOTAL	
420		Proj/Year	for Year	Diff.		Proj/Year	A+P/Yr
421							
422	Circulation Pay	32,211	34,748	8%		6%	7%
423	MacSub Fulfillment OPS	727	783	8%		0%	0%
424	MacSUB Fulfillment Pay	36,264	30,737	-15%		7%	6%
425	Editorial Pay	60,476	62,099	3%		12%	13%
426	Research Pay	17,793	17,155	-4%		4%	4%
427	Production Pay	58,013	56,034	-3%		12%	12%
428	Production OPS	3,888	2,088	-46%		1%	0%
429	Outside Production Work	3,226	4,171	29%		1%	1%
430	Whole Earth Ecolog OPS	42,625	43,588	2%		9%	9%
431	Office Pay	33,506	33,624	0%		7%	7%
432	Pub and Admin Pay	27,383	26,753	-2%		5%	6%
433	Pub and Admin Pre Project Pay	4,313	4,313	0%		1%	1%
434	Director Pay	20,417	20,417	0%		4%	4%
435	WEI Fundraising Salaries	16,000	8,000	-50%		3%	2%
436	WEI Fundraising OPS	10,450	15,400	47%		2%	3%
437	Cyberthon Salaries	3,000	3,003	0%		1%	1%
438	Cyberthon OPS	78,163	70,863	-9%		16%	15%
439	Library Project Salaries	400	1,928	382%		0%	0%
440	Library Project OPS	0	125	all -		0%	0%
441	Environmental Projects Salaries	0	54	all -		0%	0%
442	Environmental Projects OPS	0	0	all -		0%	0%
443	*Total Pay (Salaries & OPS)*	*448,855*	*435,883*	*-3%*		*90%*	*90%*
444							
445	Insurance Workers Comp	6,719	4,046	-40%		1%	1%
446	Paid Vacation Expense	9,180	8,772	-4%		2%	2%
447	Kaiser Health Plan	5,316	5,369	1%		1%	1%
448	Taxes Payroll	29,114	29,882	3%		6%	6%
449	*Total Payroll Related Expenses*	*50,329*	*48,069*	*-4%*		*10%*	*10%*
450							
451	* TOTAL PAYROLL & REL. EXPENSES *	499,184	483,952	-3%		100%	100%
452							
453							
454							
455	NOTES:						

← Add in Payroll Overhead Income